

Message Text

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PAGE 01 MEXICO 06942 091939Z

ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 W

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FM AMEMBASSY MEXICO

TO SECSTATE WASHDC 1977

UNCLAS MEXICO 06942

E O 11652: N/A

TAGS:ENRG, BENC, MX

SUBJECT: PEMEX CONTRACTS FOR NEW SWEETENERS

REF: STATE 082073

1. PEMEX HAS SIGNED CONTRACTS WITH B, S & B OF MEXICO, A WHOLLY OWNED SUBSIDIARY OF BLACK, SIWALLS & BRYSON INC. HEADQUARTERED IN HOUSTON, FOR ENGINEERING AND SUPERVISION OF CONSTRUCTION OF 6 MOGA 200 MCFD SWEETENERS. THE PLANTS WILL BE LOCATED AT CACTUS AND LA VENTA BUT, AS YET, NO DECISION HAS BEEN MADE AS TO HOW MANY WILL LOCATED AT EACH SITE. B, S & B DID THE ENGINEERING FOR PLANTS ONE THROUGH SIX AT CACTUS.

2. B, S & B WILL DEMONSTRATE A 100 MCFD SKID MOUNTED SWEETENER TO PEMEX NEXT WEEK IN THE TRADE CENTER. THEY EXPECT TO SELL UP TO FOUR OF THESE UNITS FOR USE IN THE NORTHERN GAS FIELDS.

3. B, S & B ORDERED CERTAIN MAJOR COMPONENTS FOR ITS SWEETENERS FROM AN AMERICAN FIRM, ALTHOUGH THE SAME EQUIPMENT IS AVAILABLE FROM A MEXICAN MANUFACTURER. WHEN THE LOCAL COMPANY COMPLAINED TO PEMEX, B, S & B WAS ASKED WHY IT WAS NOT USING NATIONAL SOURCES. B, S & B SAID THE AMERICAN COMPANY COULD SUPPLY THE COMPONENTS IN 24 WEEKS BUT THE MEXICAN COMPANY SAID A MINIMUM OF 37 WEEKS. PEMEX
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REPLIED THAT THE U. S. SUPPLIER SHOULD BE SELECTED.
THOMPSON

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NNN

Message Attributes

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Disposition Approved on Date:
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